

Message Text

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46

ACTION EB-11

INFO OCT-01 EUR-25 NEA-10 ADP-00 CAB-09 CIAE-00 COME-00

DODE-00 INR-10 NSAE-00 RSC-01 FAA-00 XMB-07 RSR-01

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R 221409 Z JUN 73

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 2855

USINT CAIRO

INFO AMEMBASSY BRUSSELS

AMEMBASSY MOSCOW

AMEMBASSY PARIS

FAA BRUSSELS

USINT BAGHDAD BY POUCH

C O N F I D E N T I A L BEIRUT 7435

DEPT PASS COMMERCE AND EXIMBANK

E. O. 11652: GDS

TAGS: ETRN IZ

SUBJ: CIVAIR - IRAQI AIRWAYS RE- EQUIPMENT

REF: BAGHDAD 310 (NOTAL); PARIS 15160 (NOTAL)

1. UNITED AIRCRAFT/ PRATT & WHITNEY REPRESENTATIVES
DON CONRAD AND PAUL WINEMAN INDICATE THAT IRAQI AIRWAYS
TEAM, DUE SEATTLE JUNE 15 FOR FINAL CONTRACTUAL DETAILS
COVERING ACQUISITION THREE BOEING 707-320 C' S AND TWO
ADVANCED 737-200' S, HAS NOT DEPARTED BAGHDAD. FURTHER,
CONRAD AND WINEMAN INDICATE THAT, AT LAST MEETING BETWEEN
IRAQI AIRWAYS AND BOEING NEGOTIATORS BAGHDAD END OF MAY,
IRAQIS ASKED FOR 10 PERCENT PRICE CUT BY BOEING ON
FIVE- AIRCRAFT PACKAGE (IN ADDITION TO DROPPING OPTIONS
ON TWO ADVANCED 737-200' S).

2. ACCORDING LOCAL LEBANESE CONSULTANT TO UNITED
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AIRCRAFT RETURNED FROM BAGHDAD YESTERDAY, GOI SOURCES INDICATE UNUSUAL REQUEST FOR 10 PERCENT PRICE CUT WAS DEVICE BY IRAQIS TO LEAD BOEING TO CANCEL ITS OFFER. BOEING OFFER TO IRAQI AIRWAYS EXPIRES JUNE 30, AFTER WHICH THE PRICE ON THE FIVE AIRCRAFT AND, PROBABLY, ENGINES IS INCREASED.

3. USSR/ AVIAEXPORT PUSHING PROPOSAL TO IRAQI AIRWAYS COVERING THREE ILYUSHIN IL-62' S (INSTEAD OF 707-320 C' S) AND TWO TUPOLEV TU-154' S (INSTEAD OF ADVANCED 737-200' S). CONRAD AND WINEMAN INDICATE IRAQI AIRWAYS STRONGLY FAVOR BOEINGS DUE CLEAR OPERATIONAL AND ECONOMIC SUPERIORITY, BUT DECISION RESTS WITH GOI OFFICIALS, PARTICULARLY NEW MINISTER TO WHOM AIRLINE REPORTS. RCAA NOTES, BESIDES OTHER DEFICIENCIES, TU-154 APPEARS EXCESSIVELY SIZED TO MEET VISCONT REPLACEMENT REQUIREMENT ON IRAQI DOMESTIC ROUTE SECTORS BAGHDAD- BASRA (20 ROUNDTrip SERVICES WEEKLY) AND BAGHDAD- MOSUL (8 ROUNDTrips WEEKLY). HOUGHTON

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*** Current Classification *** CONFIDENTIAL

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30 JUN 2005

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